

NEW HAMPSHIRE STATE LIQUOR COMMISSION
NOVEMBER 30, 2005
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

II. MARKETING & SALES REPORTS

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
 - 1) Test Market Products:
 - a. Test Market Results (Code #5591)
 - b. Test Market Results (Codes #3503, #3914 and #4867)
 - 2) Line Extension Request (Don Julio Anejo Tequila, 375ML)
 - 3) Extension Request (Quintessential Gin, 1.75L)
 - 4) Product Demo (Southern Comfort)
 - 5) January Special Offer (1 item – Executive Wine & Spirits)
- B. WINES:
 - 1) Special Offers for January 2006:
 - a. 8 items – R.P. Imports
 - b. 14 items – M.S. Walker N.H.
 - c. 48 items – E & J Gallo Winery
 - d. 49 items – Executive Wine & Spirits
 - e. 2 items – Horizon Beverage Company
 - f. 5 items – Martignetti Companies of N.H.
 - g. 95 items – Martignetti Companies of N.H.
 - h. 11 items – Southern Wine & Spirits of N.E.
 - i. 120 items – Southern Wine & Spirits of N.E.
 - 2) Dom Perignon Pricing
 - 3) Extension on the Purchase & Introduction of Chalone Vineyards
 - 4) Recommended Allocated Wines for Distribution to Selected Stores (18 items)
 - 5) Recommended Allocated Wines (Absolutes) for Distribution to Selected Stores (24 items)

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- 6) “R” Wines for Allocation to Licensees Selected by the Broker
(5 items)
- 7) Tabled Items:
 - a. Appeal on Delist of Lancers Rose (10/19/05, Item B-6)

III. ENFORCEMENT & LICENSING REPORT

IV. CHAIRMAN’S REPORT & LATE ITEMS

- 1. Bailment Requests
- 2. Coupon Approvals
- 3. Late Items/Other

/D. Hartford